



Australian Government

SIRRM009 Plan merchandise buying trips

Release: 1

SIRRM009 Plan merchandise buying trips

Modification History

Not applicable.

Application

This unit describes the performance outcomes, skills and knowledge required to plan buying trips for the purpose of sourcing new products, materials or suppliers. It requires the ability to develop a buying trip itinerary, plan key activities and identify new product and supply opportunities that meet organisational and consumer needs.

This unit applies to senior personnel working in a diverse range of sectors and business contexts. They operate with independence and are responsible for making a range of operational business decisions.

No occupational licensing, certification or specific legislative requirements apply to this unit at the time of publication.

Pre-requisite Unit

Nil

Competency Field

Merchandise Management

Unit Sector

Retail

Elements and Performance Criteria

ELEMENTS

Elements describe the essential outcomes.

1. Plan buying trip.

PERFORMANCE CRITERIA

Performance criteria describe the performance needed to demonstrate achievement of the element.

1.1. Access and review a merchandise strategy to determine buying trip objectives.

1.2. Obtain buying trip briefs and budgets.

1.3. Consult with cross-functional teams and seek the input of relevant personnel into buying trip planning.

1.4. Undertake pre-trip research to identify key buying trip activities and destinations that reflect buying trip objectives.

- 1.5. Research local culture, customs and market related to merchandise purchasing and supply, as required.
- 1.6. Determine supplier and product information and samples to be sourced during the buying trip.
- 1.7. Develop a buying trip itinerary and schedule, and seek required approval.
- 1.8. Make required bookings and arrange buying trip resources.
2. Undertake buying trip.
 - 2.1. Assess products and suppliers that reflect merchandise strategy and buying trip objectives.
 - 2.2. Determine feasibility and suitability of products and suppliers based on merchandise strategy and budgets.
 - 2.3. Identify opportunities for new products and suppliers that meet organisational objectives and customer demands.
 - 2.4. Obtain product and supplier information and acquire any required samples.
3. Report on buying trip.
 - 3.1. Document outcomes of the buying trip according to organisational requirements.
 - 3.2. Share trip insights and samples with relevant personnel and gain their feedback.
 - 3.3. Make recommendations and determine actions to be taken following the buying trip.
 - 3.4. Evaluate financial and productivity effectiveness of the buying trip.

Foundation Skills

Foundation skills essential to performance in this unit, but not explicit in the performance criteria, are listed here, along with a brief context statement.

SKILLS	DESCRIPTION
Numeracy skills to:	<ul style="list-style-type: none">perform simple calculations to determine the estimated profitability of products.
Initiative and enterprise skills to:	<ul style="list-style-type: none">identify opportunities during a buying trip that enhance merchandise performance.
Technology skills to:	<ul style="list-style-type: none">access information relevant to the planning of buying trips using digital technologies and systems.

Unit Mapping Information

No equivalent unit.

Links

Companion Volume Implementation Guides -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=ca051b1b-5101-4ec2-ac1c-49699303188d>